

Message Text

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12

ACTION EUR-12

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FM AMEMBASSY BERLIN

TO SECSTATE WASHDC 1162

C O N F I D E N T I A L BERLIN 6115

EO 11652: GDS

TAGS: EEWT, GE

SUBJECT: GDR APPROACH ON TRADE TALKS

1. THE FOLLOWING IS AN INFORMAL TRANSLATION OF THE TEXT OF A
LETTER TO THE AMBASSADOR FROM MINISTER OF CONSTRUCTION OF
MACHINE TOOLS AND PROCESSING MACHINERY RUDI GEORGI.
THE LETTER, DATED JULY 23, WAS RECEIVED BY THE EMBASSY JULY 31.

DEAR MR. AMBASSADOR:

YOU HAVE ASKED ME TO TAKE UP IN A DISCUSSION THE
PROBLEMS OF TRADE IN MACHINE TOOLS AND PROCESSING
MACHINERY BETWEEN OUR TWO COUNTRIES.
I WOULD LIKE TO THANK YOU VERY MUCH FOR THIS
EXPRESSED WISH ON YOUR PART, AND AM PREPARED
TO RESPOND TO YOUR REQUEST. I TAKE THE LIBERTY OF
PROPOSING THAT THE DISCUSSION YOU HAVE REQUESTED TAKE
PLACE IN THE SECOND HALF OF AUGUST AND WOULD CON-
SIDER IT USEFUL THAT THE EXACT DATE AND PROGRAM BE
AGREED BETWEEN YOUR AUTHORIZED REPRESENTATIVE AND
MY SECRETARIAT BY AUGUST 10, 1975. I WOULD BE GRATEFUL
FOR ACKNOWLEDGMENT OF MY PROPOSAL AND REMAIN, WITH
BEST WISHED, RESPECTFULLY, DR. GEORGI
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2. I MET DR. GEORGI ONLY ONCE AND BRIEFLY WHEN HE ACCOMPANIED SOVIET MACHINE TOOL MINISTER KOSTOUSOV ON A CALL ON OUR B.D.O. AT THE SPRING LEIPZIG FAIR (BERLIN 5402). I HAVE NEVER COMMUNICATED WITH HIM OR ANY OFFICIAL OF THE GDR, ORALLY OR BY WRITTEN MESSAGE, ASKING "TO TAKE UP IN A DISCUSSION THE PROBLEMS OF TRADE OF MACHINE TOOLS AND PROCESSING MACHINERY BETWEEN OUR TWO COUNTRIES" OR TO DISCUSS TRADE, WITH THE FOLLOWING EXCEPTIONS:

(A) DURING MY MEETING WITH HONECKER ON FEBRUARY 27, I MADE THE SUGGESTION THAT A SMALL GROUP OF EXPERTS FROM EACH COUNTRY MEET TO EXPLORE OUR DIFFERING SYSTEMS OF TRADING AND POSSIBILITIES FOR TRADE TO WHICH SUGGESTION HE RESPONDED FAVORABLY.

(B) ON THE OCCASION OF THE VISIT OF GDR FOREIGN TRADE MINISTRY STATE SECRETARY GERHARD BEIL TO THE U.S. B.D.O. ON MARCH 10, BEIL MADE A BROAD TRADE PROPOSAL. MY RESPONSE OF ABOUT FIVE MINUTES AS DETAILED IN BERLIN 5417 SUGGESTED A LIMITED INITIATIVE WHICH I RECOMMENDED TO THE DEPARTMENT BY CABLE (BERLIN 5316 AND BERLIN 5486) AND DURING MY TALKS WITH THE DEPARTMENT IN APRIL. THE PROPOSAL IS ESSENTIALLY THE ONE DIRECTED BY STATE 175485, JULY 25.

3. AMBASSADOR SIEBER TOLD ME DURING MY APRIL CONSULTATIONS DUTY IN WASHINGTON THAT THE GDR WAS SENDING REPRESENTATIVES TO THE CHICAGO MACHINE TOOL SHOW. HE SUBSEQUENTLY SENT TO ME WHILE I WAS AT THE STATE DEPARTMENT TWO LISTS, ONE OF PRODUCTS WHICH THE GDR WAS INTERESTED IN BUYING AND THE SECOND OF THE GDR PRODUCTS AVAILABLE FOR SALE IN THE U.S. I TURNED THESE OVER TO THE DEPARTMENT. I DID NOT DISCUSS ANY TYPE OF TRADE TALKS WITH SIEBER.

4. THE GEORGI LETTER APPEARS TO REPRESENT A GDR INITIATIVE ON TRADE TALKS, ITS DATE OF JULY 23 PRECEDING DEPARTMENT'S TRADE TALKS INSTRUCTION OF JULY 25. THE EMBASSY IS TO HAVE AN INITIAL MEETING ON MONDAY, AUGUST 4, WITH GDR TRADE OFFICIALS TO PRESENT OUR TRADE TALKS PROPOSAL. AS BEIL AND MANY SENIOR OFFICIALS ARE ON VACATION, WE MAY NOT RECEIVE ANY SUBSTANTIVE RESPONSE UNTIL THEIR RETURN LATER IN THE MONTH. I CONSIDER THAT I SHOULD NOT REPLY TO GEORGI, BUT THAT AT THE TIME THE

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EMBASSY RAISES OUR PROPOSAL WITH GDR OFFICIALS WE SHOULD STATE THAT WE RECEIVED THE GEORGI LETTER. WE WOULD SAY THAT WHILE THE AMBASSADOR HAD NOT MADE SUCH A PROPOSAL TO GGEORGI, THE GDR MIGHT WISH TO SUGGEST INCLUSION OF THE GEORGI TOPIC ON THE AGENDA OF THE US-GDR TALKS. COOPER

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